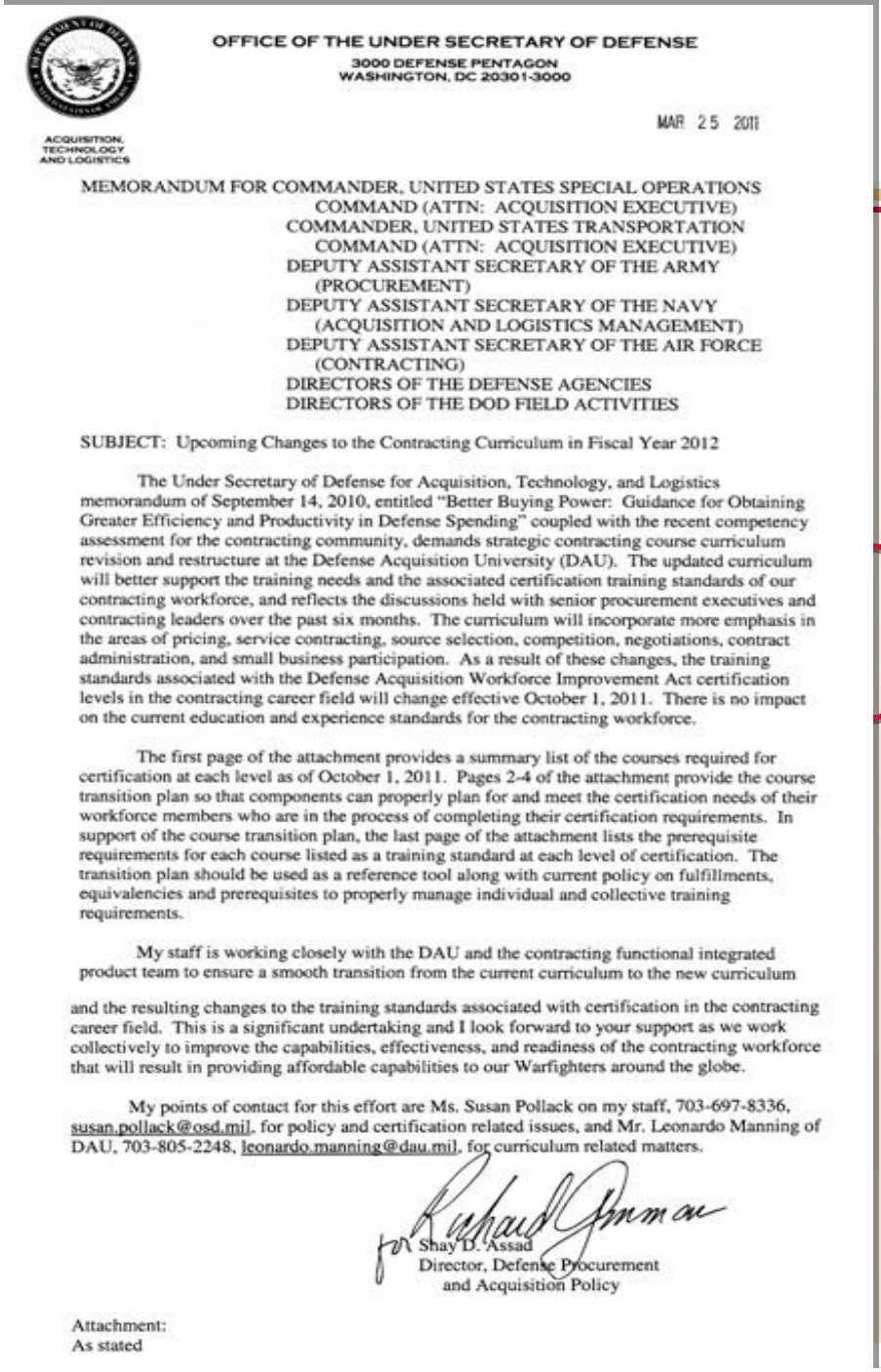
Defense Acquisition University

# The New Contracting Center Curriculum

**Leonardo J. Manning, CPCM**
**Director, Center for Contracting**

# Curriculum Drivers

- Curriculum drivers:
  - Pricing
  - Small Business
  - Services
  - Industrial Property
  - Source Selection
  - Contract Types
- Focus on Dr. Carter initiatives (23)
  - Weighted Guidelines
  - Cash Flow
  - Training
  - Incentive Contracting
  - Should/Will Cost



OFFICE OF THE UNDER SECRETARY OF DEFENSE
3000 DEFENSE PENTAGON
WASHINGTON, DC 20301-3000

ACQUISITION, TECHNOLOGY AND LOGISTICS

MAR 25 2011

MEMORANDUM FOR COMMANDER, UNITED STATES SPECIAL OPERATIONS COMMAND (ATTN: ACQUISITION EXECUTIVE)
COMMANDER, UNITED STATES TRANSPORTATION COMMAND (ATTN: ACQUISITION EXECUTIVE)
DEPUTY ASSISTANT SECRETARY OF THE ARMY (PROCUREMENT)
DEPUTY ASSISTANT SECRETARY OF THE NAVY (ACQUISITION AND LOGISTICS MANAGEMENT)
DEPUTY ASSISTANT SECRETARY OF THE AIR FORCE (CONTRACTING)
DIRECTORS OF THE DEFENSE AGENCIES
DIRECTORS OF THE DOD FIELD ACTIVITIES

SUBJECT: Upcoming Changes to the Contracting Curriculum in Fiscal Year 2012

The Under Secretary of Defense for Acquisition, Technology, and Logistics memorandum of September 14, 2010, entitled "Better Buying Power: Guidance for Obtaining Greater Efficiency and Productivity in Defense Spending" coupled with the recent competency assessment for the contracting community, demands strategic contracting course curriculum revision and restructure at the Defense Acquisition University (DAU). The updated curriculum will better support the training needs and the associated certification training standards of our contracting workforce, and reflects the discussions held with senior procurement executives and contracting leaders over the past six months. The curriculum will incorporate more emphasis in the areas of pricing, service contracting, source selection, competition, negotiations, contract administration, and small business participation. As a result of these changes, the training standards associated with the Defense Acquisition Workforce Improvement Act certification levels in the contracting career field will change effective October 1, 2011. There is no impact on the current education and experience standards for the contracting workforce.

The first page of the attachment provides a summary list of the courses required for certification at each level as of October 1, 2011. Pages 2-4 of the attachment provide the course transition plan so that components can properly plan for and meet the certification needs of their workforce members who are in the process of completing their certification requirements. In support of the course transition plan, the last page of the attachment lists the prerequisite requirements for each course listed as a training standard at each level of certification. The transition plan should be used as a reference tool along with current policy on fulfillments, equivalencies and prerequisites to properly manage individual and collective training requirements.

My staff is working closely with the DAU and the contracting functional integrated product team to ensure a smooth transition from the current curriculum to the new curriculum and the resulting changes to the training standards associated with certification in the contracting career field. This is a significant undertaking and I look forward to your support as we work collectively to improve the capabilities, effectiveness, and readiness of the contracting workforce that will result in providing affordable capabilities to our Warfighters around the globe.

My points of contact for this effort are Ms. Susan Pollack on my staff, 703-697-8336, susan.pollack@osd.mil, for policy and certification related issues, and Mr. Leonardo Manning of DAU, 703-805-2248, leonardo.manning@dau.mil, for curriculum related matters.

for Shay D. Assad
Director, Defense Procurement and Acquisition Policy

Attachment:
As stated

# Future Vision

**"The updated curriculum will better support the training needs and the associated certification training standards of our contracting workforce, and reflects the discussions held with senior procurement executives and contracting leaders over the past six months. The curriculum will incorporate more emphasis in the areas of pricing, services contracting, sources selection, competition negotiations, contract administration, and small business participation."**

# "OLD" State – DAWIA Certification Requirements

## Level I

**CON 090**
Federal Acquisition Regulation (FAR) Fundamentals
19 days classroom

**CON 100**
Shaping Smart Business Arrangements
20 hrs, online

**CON 110**
Mission Support Planning
23 hrs, online

**CON 111**
Mission Strategy Execution
26 hrs, online

**CON 112**
Mission Performance Assessment
24 hrs, online

**CON 120**
Mission Focused Contracting
10 days classroom

**CLC 033**
Contract Format and Structure

*Knowledge based*

**Level I "Core Plus" Courses & CL Module**
*(See DAU iCatalog)*

## Level II Certification

**ACQ 101**
Fundamentals of Systems Acquisition Management
25 hrs, online

**CON 214**
Business Decisions for Contracting
19 hrs, online

**CON 215**
Intermediate Contracting for Mission Support
Online + 8 days classroom

**CON 216**
Legal Considerations in Contracting
23 hrs, online

**CON 217**
Cost Analysis/ & Negotiations Techniques
32 hrs, online + 5 days classroom

**CON 218**
Advanced Contracting for Mission Support
Online + 10 days classroom

*Application/case based*

**Level II "Core Plus" Courses & CL Module**
*(See DAU iCatalog)*

## Level III Certification

**ACQ 201A**
Intermediate Systems Acquisition, Part A
37 hrs, online

**CON 353**
Advanced Business Solutions Mission Support
Online
10 days classroom

**1 CLM:**
Harvard Business Series

*Case/scenario based*

**Level III "Core Plus" Courses & CL Module**
*(See DAU iCatalog)*

# "Current" State – DAWIA 1 Oct 11

## Level I

**CON 090**
Federal Acquisition Regulation (FAR) Fundamentals
19 days classroom

**CON 100**
Shaping Smart Business Arrangements
20 hrs,

**CON 115**
Contracting Fundamentals
45 hrs,

**CLC 058**
Introduction to Contract Pricing
2 hrs, online

**CON 170**
Fundamentals of Cost and Price Analysis

**CLC 033**
Contract Format and Structure

*based*

Level I "Core Plus" Courses & CL Module

## Level II Certification

**ACQ 101**
Fundamentals of Systems Acquisition Management
25 hrs, online

**CON 200**
Business Decisions for Contracting
15 hrs, online

**CON 270**
Intermediate Cost & Price Analysis

10 days classroom

**CLC 051**
Industrial Property

**CON 216**
Legal Considerations in Contracting
23 hrs,

**CLC 056**
Analyzing Contract Costs

**CLC 057**
Performance Based Payments & Value of Cash Flow

**HBM 428**
Negotiations

**CON 280**
Source Selection and Administration of Service Contracts

**CON 290**
Negotiation and Administration of Supply Contracts

10 days classroom 10 days classroom

*Application/case based*

Level II "Core Plus" Courses & CL Module

(See DAU iCatalog)

## Level III Certification

**ACQ 201A**
Intermediate Systems Acquisition, Part A
37 hrs, online

**CON 360**
Contracting for Decision Makers

Online
10 days classroom

**Choice of:**
ACQ 370 Acquisition Law
ACQ 265 Mission Focused Svs
CON 232 Overheads
CON 235 Adv Contract Pricing
CON 250 Modified CAS
CON 244 Construction
CON 334 Adv Contingency Con

1 CLM: Harvard Business Series

*based*

Level III "Core Plus" Courses & CL Module

(See DAU iCatalog)

# "Current" State – DAWIA Level I 1 Oct 11

## Level I

**CON 090**
Federal Acquisition Regulation (FAR) Fundamentals
19 days classroom

**CON 100**
Shaping Smart Business Arrangements
20 hrs,

**CON 115**
Contracting Fundamentals
45 hrs, online

**CLC 058**
Introduction to Contract Pricing
2 hrs, online

**CON 170**
Fundamentals of Cost and Price Analysis
10 days

**CLC 033**
Contract Format and Structure

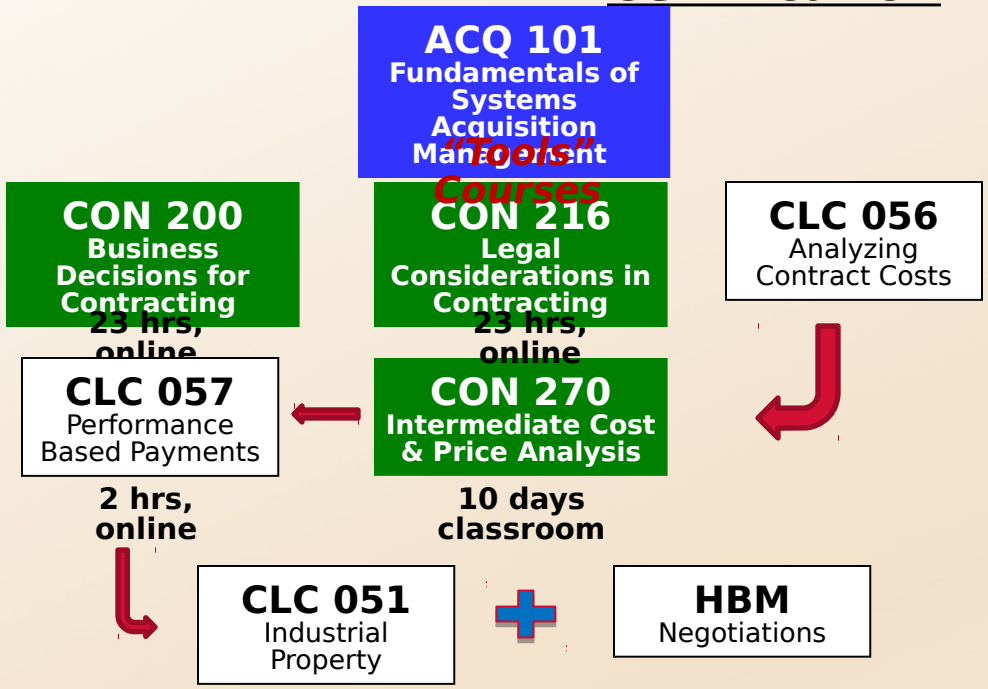
***Knowledge based***

→ **Level I "Core Plus" Courses & CL Module**

*(See DAU iCatalog)*

# "Current" State DAWIA Level II

## Path to Level II Certification




***"Application" Courses***

**CON 290**
**Contract Administration and Negotiation Techniques in a Supply Environment**
**10 days classroom**

**CON 280**
**Contracting for Services through Source Selection**
**10 days classroom**

**Level II "Core Plus" Courses & CL Module**
***(See DAU iCatalog)***

# "Current" DAWIA Level III

## Path to Level III Certification

**ACQ 201A**
Intermediate Systems Acquisition, Part A
37 hrs, online

**CON 360**
Contracting for Decision Makers

Online
10 days
classroom

**Choice of (Choose One!):**
ACQ 370 Acquisition Law
ACQ 265 Mission Focused Svs
CON 232 Overheads
CON 235 Adv Contract Pricing
CON 250 Modified CAS
CON 244 Construction
CON 334 Adv Contingency Con

**1 CLM: Harvard Business Series**
*Case/scenario based*

**Level III "Core Plus" Courses & CL Module**
*(See DAU iCatalog)*

# "Current" State – DAWIA 1 Oct 11

## Level I

**CON 090**
Federal Acquisition Regulation (FAR) Fundamentals
19 days classroom

**CON 100**
Shaping Smart Business Arrangements
20 hrs,

**CON 115**
Contracting Fundamentals
45 hrs,

**CLC 058**
Introduction to Contract Pricing
2 hrs, online

**CON 170**
Fundamentals of Cost and Price Analysis

**CLC 033**
Contract Format and Structure

*based*

Level I "Core Plus" Courses & CL Module

## Level II Certification

**ACQ 101**
Fundamentals of Systems Acquisition Management
25 hrs, online

**CON 200**
Business Decisions for Contracting
15 hrs, online

**CON 270**
Intermediate Cost & Price Analysis

10 days classroom

**CLC 051**
Industrial Property

**CON 216**
Legal Considerations in Contracting
23 hrs,

**CLC 056**
Analyzing Contract Costs

**CLC 057**
Performance Based Payments & Value of Cash Flow

**HBM 428**
Negotiations

**CON 280**
Source Selection and Administration of Service Contracts

**CON 290**
Negotiation and Administration of Supply Contracts

10 days classroom 10 days classroom

*Application/case based*

Level II "Core Plus" Courses & CL Module

(See DAU iCatalog)

## Level III Certification

**ACQ 201A**
Intermediate Systems Acquisition, Part A
37 hrs, online

**CON 360**
Contracting for Decision Makers

Online
10 days classroom

**Choice of:**
ACQ 370 Acquisition Law
ACQ 265 Mission Focused Svs
CON 232 Overheads
CON 235 Adv Contract Pricing
CON 250 Modified CAS
CON 244 Construction
CON 334 Adv Contingency Con

1 CLM: Harvard Business Series

*based*

Level III "Core Plus" Courses & CL Module

(See DAU iCatalog)

# So, what does all of this mean for your certification?

# Definitions

**Before answering that question, let's go over a couple of key definitions and some basic facts about certification.**

**Prerequisite course**: a course that is required as a prior condition to taking a particular course.

**Predecessor course:** a course that is acceptable for meeting current DAU course requirements but is not an equivalent course

# Level I Predecessors and Prerequisites

| Course | Predecessor Course | Method of Delivery | Effective Date | Prerequisites |
|---|---|---|---|---|
| CON 090 | No change | CR – 19 days | NA | None |
| CON 100 | No change | DL – 20 hours | NA | None |
| **CON 115** | CON 110,111,112 and 120 | DL – ~45 hours | 1 Oct 11 | CON 090 |
| **CLC 058** | None – new course | DL – ~2 hours | 1 Oct 11 | None |
| **CON 170** | None – new course | CR – 10 days | 1 Oct 11 | CON 090, 100, 115 and CLC 058 |
| CLC 033 | No change | DL – 2 hours | NA | NA |

# Level II Predecessor Courses and Prerequisites

| Course | Predecessor Course | Method of Delivery | Effective Date | Prerequisites |
|---|---|---|---|---|
| ACQ 101 – Fundamentals of Systems Acquisition Management | No change | DL – 25 hours | No change | None |
| **CON 200 – Business Decisions for Contracting** | **CON 214** | DL | 1 Oct 11 | Level I, CON 170 |
| CON 216 – Legal Considerations in Contracting | No change | | | Level I, CON 200 |
| **CLC 056 – Analyzing Contract Costs** | **CON 217** | DL – 17 hours | 1 Oct 11 (available 6/1/11) | None |
| **CON 270 – Intermediate Cost and Price Analysis** | None – new course | CR – 2 weeks | 1 Oct 11 | CON 170; CLC 056 |
| **CLC 051 – Industrial Property** | None – new course | DL | 1 Oct 11 | None |
| **CON 280 – Contracting for Services through Source Selection** | **CON 215 until 1 Oct 13** | CR – 10 days | 1 Oct 11 | ACQ 101A, CON 200, CON 216, CON 270, CLC 051, CLC 056, CLC 057, HBS 428 |
| **CLC 057 – Understanding Performance Based Payments and Cash Flow** | None – new course | DL – 4 hours | 1 Oct 11 (available 6/1/11) | None |
| **HBS 428 – Negotiations** | None – new course | DL | 1 Oct 11 | None |

# Level III Predecessor Courses and Prerequisites

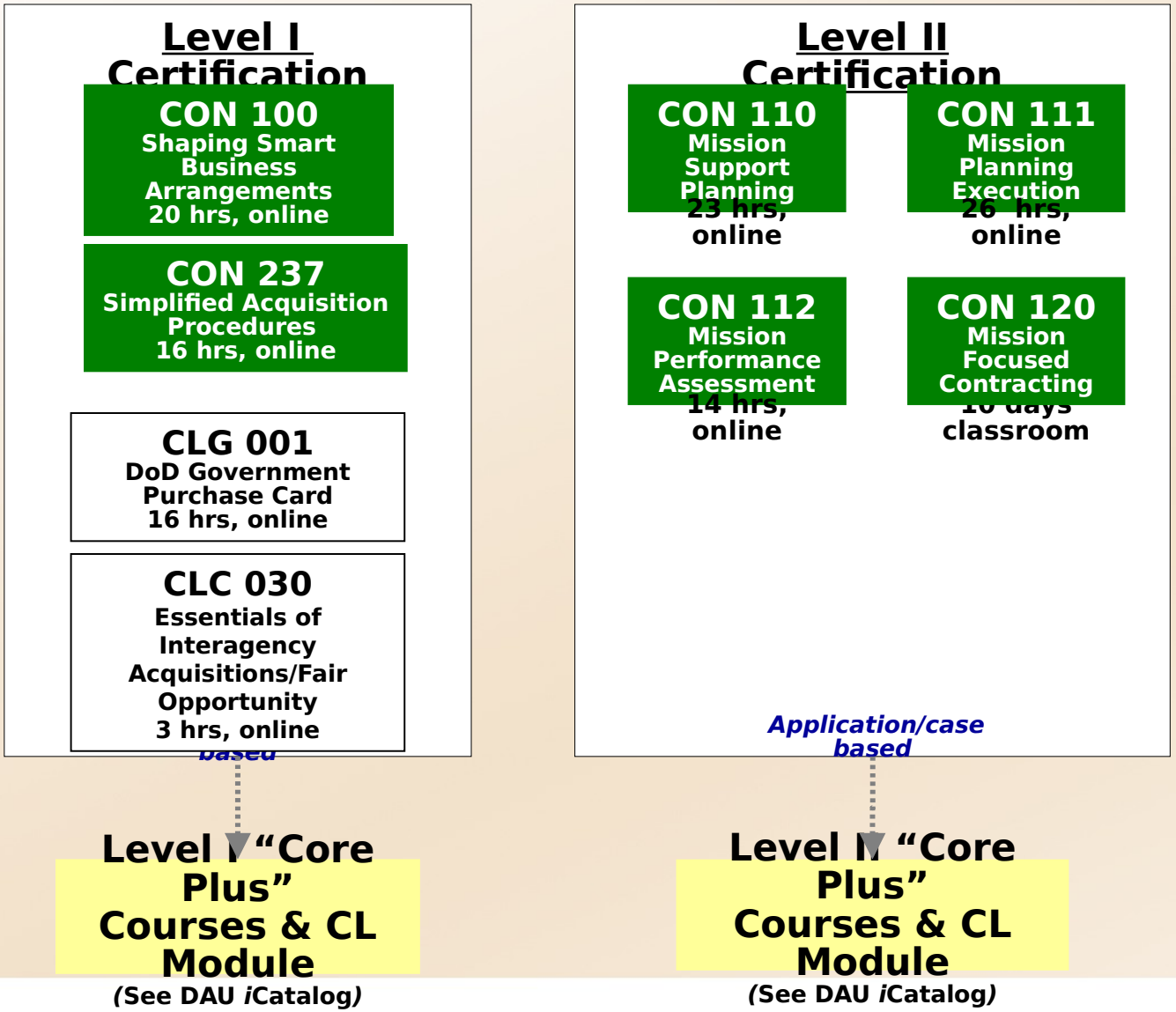
| Course | Predecessor Course | Delivery Method | Effective Date | Prerequisites |
|---|---|---|---|---|
| ACQ 201A – Intermediate Systems Acquisition Part A | No change | DL – 37 hours | No change | ACQ 101 |
| CON 360 – Contracting for Decision Makers | CON 353 – Advanced Business Solutions for Mission Support | CR – 10 days | 1 Oct 11 | CON 280 and CON 290 |
| HBS Series (One module in addition to HBS 428) | No change | CR | No change | None |

# Level III Predecessor Courses and Prerequisites (Continued)

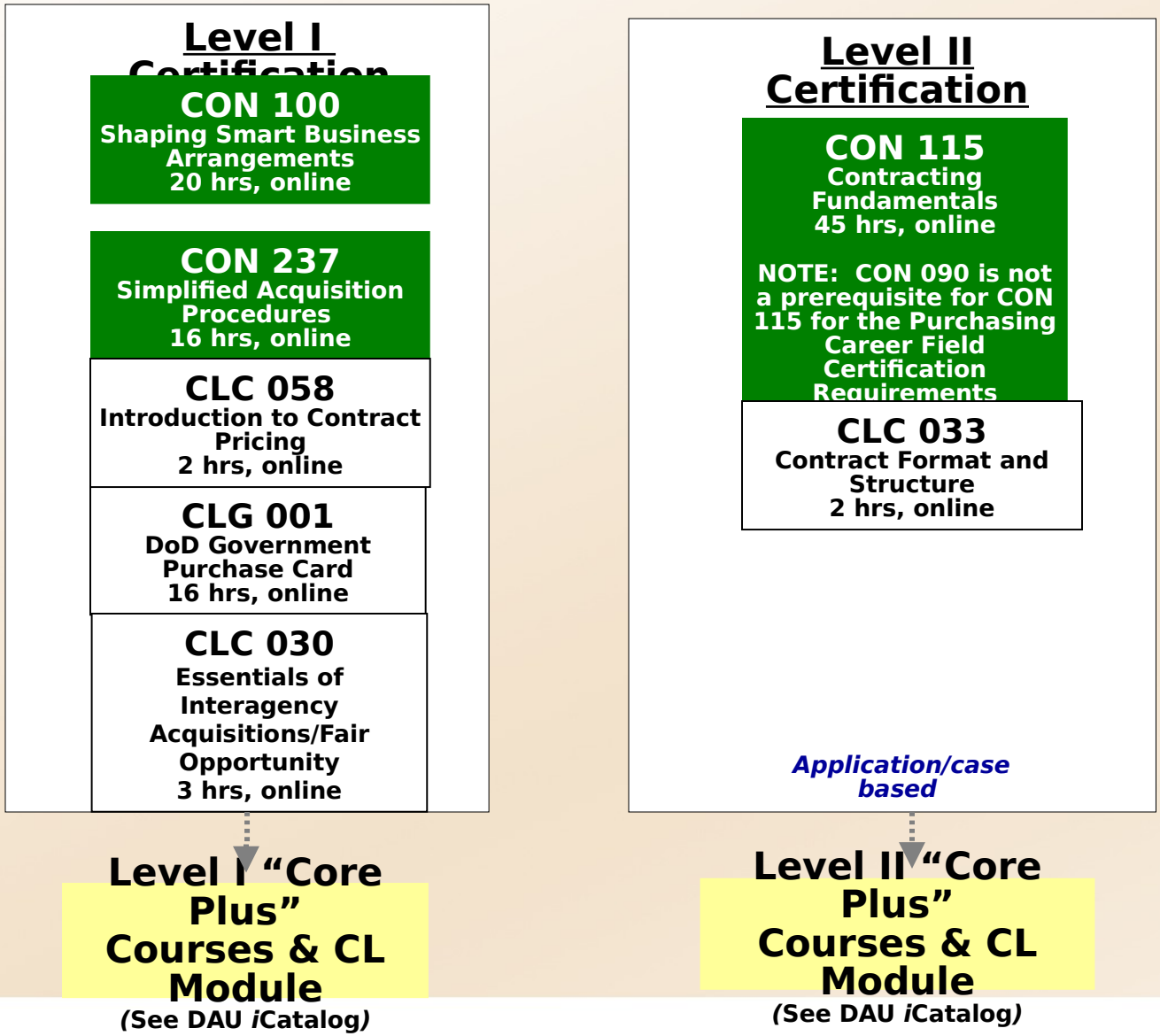
| ***Plus, your choice of <u>one</u> of the following courses:*** | |
|---|---|
| ACQ 370 | Acquisition Law |
| ACQ 265 | Mission Focused Services |
| CON 232 | Overhead Management of Defense |
| CON 235 | Advanced Contract Pricing |
| CON 244 | Construction Contracting |
| CON 250 | Fundamentals of Cost Accounting Standards Part 1 |
| CON 334 | Advanced Contingency Contracting |

**Note: The requirement to complete all Level II courses before Level III remains unchanged**

# Purchasing - Old DAWIA Training



# Purchasing – Current DAWIA for FY12



# Industrial/Contract Property Management Old DAWIA Training

## Level I Certification

**CON 100**
Shaping Smart Business Arrangements
20 hrs, online

**CON 110**
Mission Support Planning
23 hrs, online

**CON 111**
Mission Strategy Execution
20 hrs, online

**CON 112**
Mission Performance Assessment
14 hrs, online

**IND 100**
Contract Property Administration & Disposition Fundamentals
10 classroom

**IND 103**
Contract Property Systems Analysis Fundamentals
30 hrs, online

*Knowledge based*

Level I "Core Plus" Courses & CL Module
*(See DAU iCatalog)*

## Level II Certification

**ACQ 101**
Fundamentals of Systems Acquisition Management
25 hrs, online

**CON 214**
Business Decisions for Contracting
23 hrs, online

**IND 200**
Intermediate Contract Property Admin/Disp
10 class days

**CON 216**
Legal Considerations in Contracting
23 hrs, online

*Application/case based*

Level II "Core Plus" Courses & CL Module
*(See DAU iCatalog)*

## Level III Certification

**ACQ 201A**
Intermediate Systems Acquisition
35 hrs, online

**CON 353**
Advanced Business Solutions Mission Support
Online + 9.5 days classroom

**1 CLM**
Harvard Business Series

*Case/scenario based*

Level III "Core Plus" Courses & CL Module
*(See DAU iCatalog)*

# Industrial/Contract Property Management Current DAWIA

## Level I Certification

**CON 100**
Shaping Smart Business Arrangements
~~20 hrs, online~~

**CON 115**
Contracting Fundamentals

NOTE: CON 090 is not a prerequisite for CON 115 for the Property Career Field Certification
~~45 hrs, online~~
45 hrs, online

**IND 105, Contract Property Fundamentals**
~~5 class days~~

*Knowledge based*

## Level II Certification

**ACQ 101**
Fundamentals of Systems Acquisition Management
25 hrs, online

**CON 200**
Business Decisions for Contracting
~~25 hrs, online~~

**IND 200**
Intermediate Contract Property Admin/Disp
10 class days

**CON 216**
Legal Considerations in Contracting
23 hrs, online

*Application/case based*

## Level III Certification

**ACQ 201A**
Intermediate Systems Acquisition
35 hrs, online

**CON 360**
Contracting for Decision Makers
10 hrs, online
10 days classroom

**1 CLM**
Harvard Business Series

*Case/scenario based*

**Level I "Core Plus" Courses & CL Module**
*(See DAU iCatalog)*

**Level II "Core Plus" Courses & CL Module**
*(See DAU iCatalog)*

**Level III "Core Plus" Courses & CL Module**
*(See DAU iCatalog)*

# Schedule

- **CON 115**
  - Instructor Pilot: 3-7 Oct 11
  - Student Pilot: 3-7 Oct 11
  - Roll out: 31 Oct 11- 14 Nov 11
- **CON 170**
  - Instructor Pilot: 22 Aug – 3 Sep 11
  - Student Pilot: 19-30 Sep 11
  - Roll out: 3 Oct 11
- **CON 200**
  - Instructor Pilot: Oct 11
  - Student Pilot: N/A
  - Roll out: 1 Oct 11
- **CON 216**
  - Instructor Pilot: N/A
  - Student Pilot: N/A
  - Roll out: 1 Oct 11
- **CON 270**
  - Instructor Pilot: 17-28 Oct
  - Student Pilots: 8-19 Aug 11; 28 Nov – 12 Dec
  - Roll out: 28 Nov 11
- **CON 280**
  - Instructor Pilot: 12-23 Dec 11
  - Student Pilot: 23 Jan -3 Feb 12
  - Roll out: 3 Mar 12

# Schedule, Cont.

- **CON 290**
  - Instructor Pilot: 31 Oct -11 Nov 11
  - Student Pilot: 29 Nov – 9 Dec 11
  - Roll out: Jan 12
- **CON 360**
  - Instructor Pilot: N/A
  - Student Pilot: N/A
  - Roll out: 1 Oct 11
- **IND 105**
  - Instructor Pilot: 26 Sep 11
  - Student Pilot: 24 Oct 11
  - Roll out: 24 Oct 11
- **CLC 051**
  - Rolled out: 15 Feb 11
- **CLC 056**
  - Rolled out: 1 Jun11
- **CLC 057**
  - Rolled out: 1 Jun 11
- **CLC 058**
  - Roll out: 15 Jul 11
- **CLC 063** (Evaluation of Technical Proposals)
  - Roll out: TBD
- **CLC 064** (Understanding Labor Rates & Collective Bargaining Agreements)
  - Roll out: TBD

# Questions?

## DAU CON Blog

https://dap.dau.mil/career/cont/Pages/Default.aspx

# Back-up Slides

# Knowledge Sharing

# CON
## Knowledge Sharing Learning Assets

- **Acquisition Community Connection (ACC) Communities of Practice (CoPs)/Special Interest Areas (SIAs):**

| Communities | Members | Lifetime Page Views | FYTD Page Views | MTD Page Views |
|---|---|---|---|---|
| ACE for Services | 550 | 2,471,835 | 147,812 | 8,159 |
| Contingency Contracting | 3,005 | 3,868,567 | 297,025 | 24,961 |
| Contracting | 11,917 | 13,853,148 | 733,447 | 76,924 |
| Contract Cost, Price & Finance | 326 | 517,378 | 68,571 | 6,732 |
| Contract Pricing Ref Guides | 707 | 181,812 | 181,812 | 25,551 |
| Contracting Officer's Rep | 9,037 | 2,246,256 | 251,275 | 21,925 |
| Government Property | 303 | 1,454,34 | 109,259 | 4,960 |

- **FYTD: Fiscal Year To Date**
- **MTD: Month To Date (Current Month)**
- **Data as of: 8 Jul 11**

| ACC Trend Data | FY08 | FY09 | FY10 | FY11 |
|---|---|---|---|---|
| ACC Lifetime Page Views | 36,667,314 | 71,463,732 | 88,333,536 | 104,535,135 |

# CON

## Knowledge Sharing Learning Assets

- **ACQuipedia Articles:**

| ACQuipedia Articles | # Topics | Lifetime Page Views | FYTD Page Views | MTD Page Views |
|---|---|---|---|---|
| Total Articles | 375 | 4,176,082 | 1,306,238 | 129,269 |
| Contracting | 68 | 409,238 | 176,234 | 19,060 |

- **Ask-A-Professor (AAP):**

| AAP Total | FY08 | FY09 | FY10 | FY11 |
|---|---|---|---|---|
| # Questions | 1,656 | 1,581 | 2,463 | 860 |
| # Answered On-Time | 1,488 | 1,461 | 2,399 | 696 |
| | 89.9% | 92.4% | 97.4% | 80.9% |

| Contracting | FY08 | FY09 | FY10 | FY11 |
|---|---|---|---|---|
| # Questions | 826 | 819 | 1,255 | 379 |
| # Answered On-Time | 753 | 756 | 1,234 | 312 |
| | 91.2% | 92.3% | 98.3% | 82.3% |

- **FYTD: Fiscal Year To Date**
- **MTD: Month To Date (Current Month)**
- **Data as of: 8 Jul 11**

# CON
## Knowledge Sharing Learning Assets

- **Performance Learning Tools (PLTs):**

| | # Topics | Lifetime Page Views | FYTD Page Views | MTD Page Views |
|---|---|---|---|---|
| Contract Pricing Ref Guides | 444 | 186,683 | 186,683 | 13,330 |
| Commercial Solicitation Guide | 7 | 11,089 | 11,089 | 285 |

- **Future PLTs:**
  - **Government Property Guide in process**
  - **Performance Based Payments Guide**
  - **Award Fee Guide**
  - **Services Acquisition Guide**
- **Remarks/Comments:**
  - **Communicating Knowledge**
    - **CON Portal & Blog**
  - **On-line: DFARS, PGI and DoD Class Deviations Integrated Files**

- **FYTD: Fiscal Year To Date**
- **MTD: Month To Date (Current Month)**
- **Data as of: 8 Jul 11**

# How this will impact Contracting?

Let’s look at a few specific situations

# Scenario #1

It is 30 September 2011. You started with the government in January 2011. As of 30 September 2011, you have completed CON 090, CON 100, CON 110, CON 111, CON 112 and CON 120. What will you be required to take effective 1 Oct 11 in order to be certified Level I?

# Scenario #1 - Answer

## FY12 Level I Requirements

**CON 090 - Federal Acquisition Regulation (FAR) Fundamentals**

**CON 100 - Shaping Smart Business Arrangements**

***CON 115 - Contracting Fundamentals (Predecessor courses 110, 111, 112 and 120 satisfy this requirement)**

**CLC 058 - Introduction to Contract Pricing**

**CON 170 - Fundamentals of Cost and Price Analysis**

**CLC 033 - Contract Format and Structure**

**So, you only need CLC 058 and CON 170**

# Scenario #2

**It is 30 September 2011, you have your Level I and have taken all Level II coursework <u>except</u> CON 218. What will you be required to take effective 1 Oct 11 in order to be certified Level II?**

**Answer: You will need CLC 058, CON 170, CON 270, CLC 057, CLC 051, HBM 428 and CON 290**

**WHY?!**

# Scenario #2 Explanation

## Recall: Current Level II Requirements

**ACQ 101 – Fundamentals of Systems Acquisition Management**

**CON 214 – Business Decisions for Contracting**

**CON 215 – Intermediate Contracting for Mission Support**

**CON 216 – Legal Considerations in Contracting**

**CON 217 -- Cost and Price Analysis**

**CON 218 -- Advanced Contracting for Mission**

**CON 290 replaces CON 218, but before you can take 290 you must also take the prerequisites.**

# New Level II Requirements

**ACQ 101 – Fundamentals of Systems Acquisition Management**

***CON 200 – Business Decisions for Contracting**

**CON 216 – Legal Considerations in Contracting**

**CON 270 – Intermediate Cost and Price**

- **CON 170 - Fundamentals of Cost and Price Analysis**
- **CLC 058 - Introduction to Contract Pricing**

**CLC 051 -- Industrial Property**

***CLC 056 – Analyzing Contract Cost**

**CLC 057 – Performance Based Payments & Value of Cash Flow**

**Harvard Business Series 428 – Negotiations**

***CON 280 - Source Selection and Administration of Service Contracts**

**CON 290 - Negotiation and Admin of Supply Contracts**

*CON 214 satisfies

Prerequisites to CON 270

CON 217 is NOT a predecessor course to CON 270, but is for CLC 056

*CON 215 satisfies

# Scenario #3

**It is 30 September 2011 and you have been working on your Level III training requirements, but you do not yet have the experience required for Level III. You have completed ACQ 201A and CON 353. What will you be required to take effective 1 Oct 11 in order to be certified Level III?**

# Scenario #3 - Answer

## FY12 Level III Requirements

CON 353 is Predecessor

**CON 360 - Contracting for Decision Makers**

**ACQ 201 A – Intermediate Systems Acquisition, Part A**

**Choice of one Harvard Business Series CLM *(In addition to HBS 428)***

You will only have to take one of these

**1 of 7 optional courses:**

- **ACQ 370 - Acquisition Law**
- **ACQ 265 - Mission Focused Services Acquisition**
- **CON 232 - Overhead Management**
- **CON 235 - Advanced Contract Pricing**
- **CON 250 - Fundamentals of CAS, Part 1**
- **CON 334 - Advanced Contingency Contracting Officer's Course**

# Scenario #4

**Mary's agency wants its interns to complete their Level II certification without them having to take the new courses. The only course they lack is CON 218. To accomplish this they hire Fly-by-Night, Inc to teach the course at their facility. However, the training will take place in November 2011, after the new requirements take effect. Can they still get credit and receive their certification?**

**Answer: Equivalent providers can continue to teach the predecessor courses until 1 Oct 2013, so yes they can still get credit.**

# Scenario #5

- **Frank completed all of his Level I certification classes, including CON 120, before 1 Oct 2011. However, he lacks 2 years of experience so his agency will not certify him before the new requirements take effect. Can he use CON 120 to satisfy the requirement for CON 170?**

**Answer: No, CON 170 a brand new course. CON 120 is not a predecessor course for 170.**